

# Sale Or Succession?: How To Plan For A Successful Business Exit By John Hawkey

By John Hawkey

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<http://www.hwco.com/sites/default/files/documents/JABP15%20Forbes%20Eprint.pdf>

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Benefits of Effective Succession Planning. Succession does not always Succession Planning Process. A business owner should direct sale of equity

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No Plan for a Succession Plan? how to bridge the gap between a post-sale retirement plan and the current state of a such as business and succession planning.

<http://www.divestopedia.com/2/992/pre-sale/preparation/no-plan-for-a-succession-plan>

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[http://www.cf-sn.ca/business/business\\_succession/common\\_exits.php](http://www.cf-sn.ca/business/business_succession/common_exits.php)

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succession planning, business to not only the ownership succession but management succession planning and for future business success.

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**Succession planning - Wikipedia, the free -**

and is now spreading globally. A Business Exit Planning exercise begins with the shareholder(s) Sale of a business is not the only form of exit.

[http://en.wikipedia.org/wiki/Succession\\_planning](http://en.wikipedia.org/wiki/Succession_planning)

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Exit Strategy Planning Grooming Your Business for For private business owners, managing a successful exit from their business is one of John Hawkey BA (Hons

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